

## Message Text

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PAGE 01 BUCAR 02260 060342Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----007996 062032Z /70

R 051338Z APR 78  
FM AMEMBASSY BUCHAREST  
TO SECSTATE WASHDC 8884  
USDOC WASHDC  
INFO AMEMBASSY BRUSSELS

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BRUSSELS FOR FAA

E.O. 11652: N/A  
TAGS: EAIR, EEWT, RO  
SUBJ: PAN AM PROPOSAL FOR CARGO OPERATION

1. BUCHAREST REPRESENTATIVE OF PAN AM, MR. JOSEPH A. BASSO. RECENTLY EXPRESSED INTEREST TO EMBASSY IN EXPLORING POSSIBILITY OF OPERATING CARGO AIRCRAFT BETWEEN BUCHAREST AND NEW YORK. AT OUR SUGGESTION, BASSO PREPARED DRAFT OF PAN AM'S PROPOSAL, THE GIST OF WHICH IS REPORTED BELOW, AS BASIS FOR DISCUSSION WITH APPROPRIATE GOR OFFICIALS. FIRST SUCH DISCUSSION TOOK PLACE APRIL 5 WITH MESSRS. FOTA AND ARDELEANU OF FOREIGN TRADE. FOTA EXPRESSED INTEREST "IN PRINCIPLE" AND VOLUNTEERED TO (A) INFORM MINISTER BURTICA AND (B) ARRANGE A MEETING FOR BASSO WITH MINISTRY OF FINANCE FOR APRIL 6. BASSO WILL ALSO BE MEETING WITH TAROM OFFICIALS APRIL 6.

2. THE ESSENCE OF PROPOSAL IS:

A. PAN AM WOULD LIKE TO CONSIDER A ONCE WEEKLY SCHEDULED 747 ALL CARGO FREIGHTER SERVICE BETWEEN BUCHAREST AND NEW YORK;

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B. PAN AM WOULD BE INTERESTED IN TAROM'S REACTION TO A "BLOCKED SPACE" ARRANGEMENT ON SUCH A 747 ALL CARGO FREIGHTER SERVICE. SHOULD SUCH A BLOCKED SPACE AGREEMENT BE CONCLUDED, PAN AM WOULD EXPECT TO IMPLEMENT JOINT MARKETING, ADVERTISING AND PROMOTIONAL PROGRAMS;

C. PAN AM WOULD EXPLORE THE FEASIBILITY AND

ECONOMIC VIABILITY OF AN AIR-FREIGHT "CONTAINERIZATION PROGRAM" WITH MANUFACTURERS AND FOREIGN TRADE CORPORATIONS IN ROMANIA;

D. PAN AM WOULD THEN ENTER INTO CONCRETE DISCUSSIONS WITH TAROM REGARDING GRANTING SUPPORT EQUIPMENT

ARRANGEMENTS; AND

E AT SUCH TIME AS ALL OTHER FACTORS HAVE BEEN FINALIZED, PAN AM WOULD IMMEDIATELY MAKE AVAILABLE TRAINING PROGRAMS ENCOMPASSING HANDLING AND SERVICING OF 747 FREIGHTER AIRCRAFT.

3. EMBASSY BELIEVES THAT PAN AM'S PROPOSAL MAY WELL HAVE SOME EFFECT ON U.S.-GOR NEGOTIATIONS ON AIR AGREEMENTS, SCHEDULED TO COMMENCE APRIL 17 IN WASHINGTON. THERE IS ALSO A POSSIBILITY THAT GOR MAY MOVE QUICKLY ON PAN AM'S PROPOSAL WITH VIEW TO READYING SOME FORM OF AGREEMENT IN THE TIME FRAME OF CEAUSESCU STATE VISIT. AS LA LINED, PROPOSAL CONTAINS ELEMENTS OF PRESITIGE AND FINANCIAL ATTRACTIVENESS WHICH MIGHT WELL APPEAL STRONGLY TO GOR.

4. AS EMBASSY UNDERSTANDS IT, CARGO STOP IN BUCHAREST WOULD BE PLUGGED INTO EXISTING SERVICE FOR NEW YORK-FRANKFURT-TEHERAN THERE IS POSSIBILITY THAT CARGO SERVICE BUCHAREST-TEHERAN WOULD BE ADDED ONCE LIMITED OFFICIAL USE

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NEW YORK-BUCHAREST-NEW YORK SHIPMENTS HAD PROVED FEASIBLE AND VIABLE.  
SIMONS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CARGO, AIR TRANSPORTATION, EAST WEST TRADE, MEETING DELEGATIONS, AIR ROUTE APPLICATIONS  
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**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**TAGS:** EAIR, EEWT, RO, US, PANAM, (BASSO, JOSEPH A)  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014